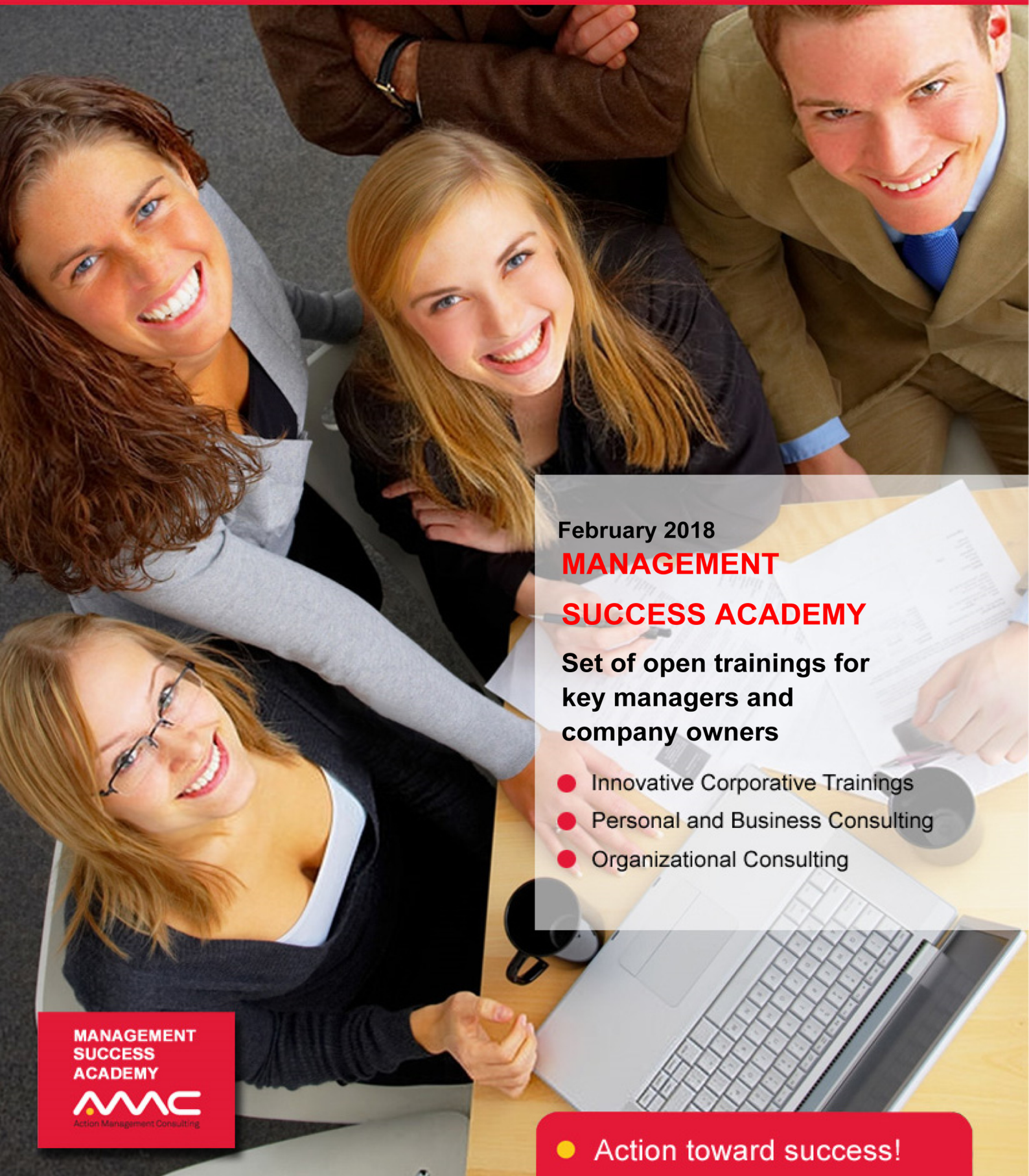




Action Management Consulting

[www.amc.rs](http://www.amc.rs)



February 2018

## **MANAGEMENT SUCCESS ACADEMY**

**Set of open trainings for  
key managers and  
company owners**

- Innovative Corporate Trainings
- Personal and Business Consulting
- Organizational Consulting

**MANAGEMENT  
SUCCESS  
ACADEMY**



Action Management Consulting

● **Action toward success!**

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## MANAGEMENT SUCCESS ACADEMY

By being present on the Serbian market during the period of 14 years and training over 30,000 key managers and company owners, we have noticed that at the beginning of our cooperation we hear the following sentences: *Simply, you cannot have influence on certain people...., I know, but..., It is easier for me to do it alone..., We have a specific situation....*

These observations by experienced people are excellent and these sentences are always a good sign that we are in the right place – at the beginning of our cooperation.

Directors, key managers and company owners are solving on a daily basis different external **challenges**. Whether it is a need to complete a job effectively, without great stress, to rely on the team of associates by delegating, effectively communicate the desired result or to initiate motivation in the team, our chosen professional trainers with years of experience in economy and multi-disciplinary decade training experience, provide models during the training that lead our clients to solutions of the *unsolvable* situation until then. By implementing new knowledge and adopting new solutions, during the training there are a lot of *Aha! moments*, new inspirations are being born and professional borders are being moved.

We are not in the business of *fulfilling expectations* of our clients, our goal has always been to exceed expectations! We are very pleased to hear about every new solution and every new challenge fulfilled, by implementing behavior and strategies adopted at our trainings.

We know that everything can be learnt and adopted even without a training. Years are needed to try different options and solutions that are not satisfactory, in order to reach the desired results. Instead, our cooperation shortens this period to the time spent at our trainings, which is narrowly targeted to solve the challenge which you have been trying to solve with numerous attempts without success, while there is a solution. Our satisfied clients testify this during years of long term cooperation, work with the same team managers, from training to training, improving and building new competencies and advanced solutions over the years.

We have mentioned external challenges that you can expect to be solved during the training, but even more important is the **internal transformation** and the inner journey through which every individual *travels* during our training. What we can promise is that after the training, nothing will be same again! It is a big statement, we agree, and can be interpreted in different ways, but all those who had the opportunity to be introduced with the work of our company know that it most closely reflects our readiness to be your true followers on the common path of success and new solutions!

**Welcome to our and your MANAGEMENT SUCCESS ACADEMY!**

This document is confidential and intended only for the use of the entity to whom it is addressed

[www.amc.rs/en](http://www.amc.rs/en)

## HOW TO BECOME A TOP LEADER AND ACHIEVE DESIRED TEAM RESULTS

**15<sup>th</sup> – 16<sup>th</sup> December 2017**

- How do you encourage your team for success?

Unique concept – training based on business simulation **Coach™** and group coaching, developed by *Human Synergetics International*.

**Target group:** Key Managers, Directors, Team Leaders & Company Owners

**Training duration:** 2 days



“It has been always a great pleasure to work with Action Management Consulting and professionals like Gordana Berger and her team, that I have been successfully cooperating for several years.

When you are constantly exposed to pressure and stress in the business environment, Gordana's trainings introduce you not only skillfully but almost imperceptibly to a certain subject matter, and you gradually slow down your pace being imposed by a peaceful and calm approach. Today it is a real privilege. The combination of international and local experience, careful preparation and insight into each individual participant are a great added value. If you want responsibility, flexibility, respect of deadlines and professionalism, then you should definitely collaborate with AMC.”

**Nevenka Aleksić, HR Consultant & Business Coach (former position: Head of People Development, Crédit Agricole Serbia)**

During individual and group work, you discover values associated with styles that inspire the team to achievement, encouraging self-reflection and teamwork, setting realistic performance standards and helping in achieving them.

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*"You are an experienced leader who has led successful teams, and you have just taken over the leadership of a team with lots of challenges..."*

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### Key Points

- How do you set challenging but realistic goals and help your team members reach them?
- How to increase motivation for individuals and teams?
- What is your entrepreneurial spirit and which vocabulary do you use?
- How do effective leaders communicate with teams, how do they perform team monitoring and evaluation?
- Is it possible to take care of people and carry out tasks?

### Work Method

- Lead knowledge through practical examples
- Group coaching focused on change
- Personal action plan



**Bonus for you (150 EUR value) – additional development tools:**

“Human Synergistic” original simulation package – Co-Achieving **Coach™**, challenges the participants based on the list of 55 assertions, to establish the most optimal ways in leading teams, setting goals and implementing action, with regard to motivate the team that is not achieving results.

**Our Training Team:**



**Ivan Dmitrić** is the founder and partner in the leading branch office of Human Synergistics International in Serbia. He specialized in the field of analysis, change in organizational culture and development of leaderships. His expertise includes Human Synergistic Accreditation - Change Agent Level, Flow International Trainer and NLP Business Practitioner. Ivan is a family man whose life goal is to use his energy, experience and knowledge in achieving positive organizational changes.



**Gordana Berger** is the founder and director of Action Management Consulting company. She achieved her academic education at the University of British Columbia (UBC) in Vancouver, Canada in the field of Business Management. Gordana is a certified NLP trainer of NLP University in Santa Cruz, and achieved the title *Master Practitioner* and coach in London, while the advanced NLP certificate was acquired with Richard Bandler. Her international experience includes leadership positions on the American continent, in companies: Benetton, Primus Telecom, Advanced Financial Systems Inc. Gordana is an accomplished wife and mother, active in sports that require moving borders such as diving and skiing.

## HOW TO IMPROVE YOUR NEGOTIATION SKILLS

**2<sup>nd</sup> – 3<sup>rd</sup> February 2018**

- Achieve the desired result while preserving relations
- Create a complete plan for your specific negotiating situation
- Adopt strategies of the highest negotiators

**Target group:** Key Managers, Purchase Managers, Directors, Sales Team Leaders & Company Owners

**Training duration:** 2 days



"I like the possibility to be on the same training with colleagues from other industries, the opportunity to exchange experiences and networking. Anyone who has a little bit of involvement in negotiation processes should necessarily come to this training."

**Radovan Todorović, Finance, Reporting and Internal Controls**

**Manager, Knjaz Miloš**

### **Key points:**

- How to prepare in a structured way for negotiation using the step-by-step process
- How familiar are you with the interests of the other negotiating party and why is it important?
- How to objectively look and strengthen your BATNA?
- Apply a powerful psychological model to address objections constructively, without violating relationships
- How to practically apply the negotiation matrix and look at additional options
- How to create a positive psycho-geography and recognize non-verbal power signals
- Adopt strategies for the influence and motivation of the most important negotiators
- How to start the process of concluding negotiations and adequately test readiness

### Bonus - additional development tools:

- Complete preparatory tools and strategies
- Effective check-lists
- Team, individual and comprehensive negotiation exercises

### Our Training Team:



**Gordana Berger** is the founder and director of Action Management Consulting company. She achieved her academic education at the University of British Columbia (UBC) in Vancouver, Canada in the field of Business Management. Gordana is a certified NLP trainer of NLP Univeristy in Santa Cruz, and achieved the title *Master Practitioner* and coach in London, while the advanced NLP certificate was acquired with Richard Bandler. Her international experience includes leadership positions on the American continent, in companies: Benetton, Primus Telecom, Advanced Financial Systems Inc. Gordana is an accomplished wife and mother, active in sports that require moving borders such as diving and skiing.



**Dragan Svilanović** developed his training skills through the program of the British company Glendinning Management Consultants. As a coach of Breakthrough, he was responsible for working in five Western Balkan countries for Wrigley. He has worked in leading positions in the companies Agroekonomik, Dolce Bel International, Wrigley and Delta DMD, and is currently in All Grosso. He gained his knowledge of agrarian policy and agribusiness in Belgrade as well as in Montpellier, France. Dragan is the President of the Serbian Association of Archery and is the participant of the first European Olympiad, and he is actively engaged in sports.



## Training investment

Regular training investment per person is **365 EUR** (+VAT).

**1. For early payment, until Wednesday, 10<sup>th</sup> January**, we approve **10% saving** for any chosen training, which reduces your investment to: **328 EUR** (+VAT).

**2. For participation of 3+ persons from the same company**, it is our pleasure to offer **10% saving per person**, which makes your regular investment for the training to: **328 EUR** (+VAT) **or with early payment to: 295 EUR** (+VAT) per person.

**\*Bonus presents:** - Life Style Inventory LSI questionnaire + handbook (175 EUR) included in the first training!

- Coach™ simulation *Human Synergistics* (150 EUR) included in the second training!

**3. For making a decision to participate in all three complete trainings** of MANAGEMENT SUCCESS ACADEMY and gain the certification right after the third training, as well as the diploma of our Academy, it is our honor to offer additional **15% saving**.

Regular investment per training is reduced to: **310 EUR** (+VAT) per person per training or if combined **with early payment and 3+ persons from the same company, the investment for the package of three trainings per person is: 251 EUR** (+VAT)

### Additional training informations:

- The trainings will take place in the conference hall of **Zepter Hotel**, address: Terazije 10
- The training investment includes all the costs of preparation, as well as printed material - detailed interactive scripts and realization of training programs
- Joint lunch at the hotel and refreshment during breaks are also included
- Prior to the start of the training program, it is necessary to pay the registration fee in full in RSD equivalent according to the NBS selling rate, to the account of Action Management Consulting company
- Participants who attend all three trainings of our Management Success Academy receive a certificate in English language
- Participants who complete our training program of three training sessions, qualify for the placement and obtaining a comprehensive certificate for completion of the Management Academy of success.
- The number of places is limited. To make a reservation and payment, please contact us at 011 409 3730 or by mail at [office@amc.rs](mailto:office@amc.rs)